

Message Text

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12

ACTION EB-07

INFO OCT-01 AF-06 ISO-00 EA-07 CCO-00 CIAE-00 OTPE-00

FCC-01 INR-07 NSAE-00 OC-05 USIA-06 BIB-01 /041 W
----- 061480

R 270800Z JAN 76

FM AMCONSUL ZANZIBAR
TO SECSTATE WASHDC 1150
INFO AMEMBASSY DAR ES SALAAM
AMEMBASSY NAIROBI
USDOC WASHDC

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E.O. 11652: N/A

TAGS: BTIO PFOR TZ CH

SUBJ: RCA LOSES OUT TO CHINESE ON UPGRADE OF ZANZIBAR BROADCASTING

REF: ZANZIBAR 0131 JUL 75

1. RCA/NAIROBI REP ADAGALA (HIFI ELECTRONICS LTD) INFORMED CONSULATE HE ADVISED JAN 26 BY ZANZIBAR DEPARTMENT (MINISTRY) OF INFORMATION AND BROADCASTING THAT GOZ WOULD NOT BE ACCEPTING RCA OFFER ON BROADCASTING FACILITIES UPGRADE. ADAGALA VERY SURPRISED TO HEAR THIS. IN ZANZIBAR ON OTHER, SEPARATE BUSINESS, HE HAD BEEN GIVEN TO UNDERSTAND BY MINISTRY OF STATE AS LATE AS JANUARY 23 THAT RCA OFFER HAD ONLY TO BE APPROVED BY REVOLUTIONARY COUNCIL.

2. ADAGALA REPORTED THAT BROADCAST OFFICIALS WILL ACCEPT PRC OFFER TO REFURBISH BROADCAST FACILITIES AS PART OF UNUSED PRC LOAN TO ZANZIBAR. ADAGALA IN VAIN TRIED TO CONVINCE GOZ OF PRACTICALITY OF USING EXPERIENCED WESTERN TECHNOLOGY FOR THIS VENTURE. HE ASKED THAT CONSULATE INFORM HIM OF ANY SPECIFICS OF FINANCING OF PRC OFFER. RCA HAD SET ABSOLUTE MAXIMUM PRICE TAG OF 18 MILLION SHILLINGS FOR ENTIRE PROJECT.

3. ADAGALA WAS GIVEN NO REASON WHY RCA OFFER REJECTED BUT THINKS PRC HAS ENGAGED IN SOME ARM-TWISTING, PERHAPS BY THREATENING TO WITHDRAW WHAT REMAINS OF UNUSED LOAN CREDIT. HE ALSO THINKS THAT

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WITHDRAW WHAT REMAINS OF UNUSED LOAN CREDIT. HE ALSO THINKS THAT

PRC HAS MADE NO SPECIFIC PROPOSAL BUT SIMPLY STEPPED IN FORCEFULLY
TO SHOVE OUT RCA.

4. ADAGALA'S OTHER BUSINESS CONCERNED SALE OF US-MADE LARGE-SCALE
TV-VIEWING EQUIPMENT GOZ DESIRES IN ORDER TO GET EDUCATIONAL
PROGRAMS TO LARGER AUDIENCES. BRITISH COMMERCIAL REPRESENTATIVE
FROM HICOM DAR ES SALAAM WHO STOPPED AT CONSULATE LAST WEEK
REPORTED BRITISH HAD SEWED UP THIS PACKAGE COMPLETELY, INCLUDING
EDUCATIONAL FILMS AND EQUIPMENT. LOOKS LIKE BRITISH MAY HAVE
ABRUPTLY LOST PART OF THE DEAL WHICH ILLUSTRATES, IF NOTHING ELSE,
THE DIFFICULTY OF DOING BUSINESS IN ZANZIBAR.

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Message Attributes

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Disposition Approved on Date:
Disposition Authority: morefirh
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